

**First Steps, Inc.**
**FY 13 Budget**

	<b>FY 13</b>
DOE - Contract EIRA	955,885
DOE - Vendor	7,500
DHS	25,000
USDA	1,000
United Way	126,000
POF	72,000
Grants/Foundations	90,000
Parents Pay	591,000
Interest/Investments	5,000
Unrestricted Contributions	40,000
Temporarily Restricted	
Miscellaneous - Metro Contract	15,000
Special Events	60,000
Therapy	190,000
Specialized Classroom	64,350
Pool Rental	10,000
<b>Revenue Total</b>	<b>2,252,735</b>
Salaries	1,283,277
Benefits/Taxes	239,355
Salaries Therapy	153,750
Benefits/Taxes Therapy	25,125
Therapist/Insurance Billing Fees	19,000
Therapy Consultant Fees	64,000
Professional Fees	42,000
Supplies	42,000
Food	6,500
Communication	34,500
Equip. Rental and Maintenance	16,000
Occupancy & equipment	105,000
Travel	65,000
Conference/ Training	18,341
Insurance	30,000
Depreciation	67,505
Licenses/Dues	3,200
Special Events	15,000
Miscellaneous	14,500
Bad Debt	3,000
Mortgage	33,000
<b>Expense total</b>	<b>2,280,053</b>
<b>Net Income (Loss)</b>	<b>-27,318</b>
<b>Therapy Consultant Fees</b>	<b>64,000</b>
<b>Net Income (Loss) Adjusted</b>	<b>36,682</b>
<b>Depreciation</b>	<b>67,505</b>
<b>Mortgage Principal</b>	<b>(33,000)</b>
<b>Maintenance Reserve</b>	<b>(15,000)</b>
Care Foundation funded Exp.	207,875
<b>Net Cash Flow</b>	<b>264,062</b>